

## Message Text

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47

ACTION AF-06

INFO OCT-01 NEA-10 ISO-00 EB-07 /024 W  
----- 020922

P R 261657Z FEB 76  
FM AMEMBASSY MONROVIA  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 9173  
AMEMBASSY NAIROBI  
AMCONSUL CASABLANCA

UNCLAS MONROVIA 1438

CASABLANCA FOR RCAA

E.O. 11652: N/A

TAGS: BTIO, EAIR, LI

SUBJECT: PRESIDENTIAL INTEREST IN CESSNA CITATION

REF: 75 MONROVIA 7565

1. AIR LIBERIA CHIEF PILOT AND SON-IN-LAW OF PRESIDENT TOLBERT, HEHU RICHARDSON, HAS REPORTED THAT PRESIDENT INTERESTED IN CESSNA CITATION. PRESIDENT PARTICULARLY INTERESTED IN DEAL WHEREBY HE COULD TRADE-IN HIS C-402 WHICH HE NOT NOW USING. HE WOULD LIKE FULL SPECS ON AIRCRAFT AND PRICE PROPOSAL FROM CESSNA (TO INCLUDE C-402 TRADE-IN).

2. AS INDICATED PARA 6 REFTTEL, COMMATT HAD PREVIOUSLY DISCUSSED WITH CESSNA MAKING CITATION PITCH TO PRESIDENT. POSSIBLY OUR LONG-STANDING EFFORTS AROUSE PRESIDENTIAL INTEREST THIS AIRCRAFT STARTING PAY OFF. FYI: WE OBVIOUSLY HAVE VALUABLE ALLY IN RICHARDSON WHO CLOSE TO PRESIDENT AND WHO HAS UNDERSTANDABLE INTEREST IN NEW AIRCRAFT, AS HE UNDOUBTEDLY WOULD BE MAN PICKED TO FLY IT. END FYI.

3. INTERESTINGLY ENOUGH, COMMATT ACCOMPANIED M. W. BEARCROFT (SALES DIRECTOR FOR CESSNA AND BELL AGENT FOR MAJOR PART OF AFRICA, AFRICAIR INC. OF NAIROBI) ON CALL ON FINMIN PHILLIPS FEBRUARY 20. PURPOSE OF CALL WAS TO ASCERTAIN GOL INTEREST  
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IN PURCHASING CITATION AS PRESIDENTIAL AIRCRAFT, AND/OR

POSSIBLY A HELICOPTER. PHILLIPS REACTED NEGATIVELY TO CITATION, SAYING HE FELT IT TOO SMALL FOR PRESIDENT'S REGIONAL TRAVEL, BUT EXPRESSED SOME INTEREST IN HELICOPTER. (BEING REPORTED SEPTTEL). COMMENT: ALTHOUGH COMMATT LEFT CITATION LITERATURE WITH PHILLIPS, IT APPEARED QUESTIONABLE HE WOULD PASS IT ON TO PRESIDENT. TODAY'S REPORT OF PRESIDENTIAL INTEREST CLEARLY NOT RELATED TO ANY MOVES ON PHILLIPS' PART, BUT ARISES FROM INTEREST GENERATED BETWEEN PRESIDENT AND RICHARDSON. WHILE PHILLIPS WOULD OBVIOUSLY PASS ON HIS INITIAL RESERVATIONS CONCERNING AIRCRAFT TO PRESIDENT, HE CERTAINLY WILL NOT OPPOSE PURCHASE IF PRESIDENT FEELS IT WILL FIT HIS NEEDS. FINMIN APPEARS PREPARED TO SPEND MONEY FOR PRESIDENTIAL AIRCRAFT OF SOME TYPE. SINCE THIS LATEST INITIATIVE MADE BY GOL, THIS OBVIOUSLY RIGHT TIME TO RESPOND QUICKLY WITH FULL INFORMATION ON AIRCRAFT AND WITH OFFER OF DEMO FLIGHT IF SCHEDULE CAN BE ARRANGED. END COMMENT.

4. ACTION REQUESTED: REQUEST CESSNA BE CONTACTED IMMEDIATELY AND REQUESTED PROVIDE FULL PARTICULARS ON CITATION ASAP (EMBASSY HAS NO UP-TO-DATE BROCHURES ON CITATION). SUGGEST THAT THIS INCLUDE SPECIFIC PRICING AND DELIVERY PROPOSALS, TO INCLUDE C-402 TRADE-IN IF POSSIBLE. MATERIAL SHOULD BE SENT AIRMAIL EMBASSY AP ADDRESS, AND WE WILL PASS ON TO RICHARDSON AND PRESIDENT. ALSO REQUEST YOU CABLE CESSNA'S REACTION OUR SUGGESTION DEMO FLIGHT FOR PRESIDENT BE SCHEDULED. WE CAN MAKE FINAL RECOMMENDATIONS ON ADVISABILITY SUCH A DEMO LATER, AFTER WE HAVE HAD CHANCE DIG FURTHER INTO THIS. PLEASE ADVISE SOONEST.  
BEAN

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